# HIETODER <br> INDUSTRIES, INC. 

## NEWS RELEASE

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## THOR REPORTS RECORD QUARTER AND NINE MONTHS SALES, NET INCOME, AND E.P.S.; RETAILS 11,171 RV UNITS IN MAY, UP $18 \%$ FROM LAST YEAR; HIGHEST MONTH EVER.

Thor Industries, Inc. (NYSE:THO) announced today record sales, net income, and E.P.S. for the third quarter and nine months ended April 30, 2005 and record RV unit retail sales in May.

Net income for the quarter was $\$ 32,950,000$, compared with $\$ 32,784,000$ last year. E.P.S. for the quarter were $58 \varnothing$, up from 57 ¢ last year. Sales for the quarter were $\$ 728,693,000$, up $13 \%$ from $\$ 645,690,000$ last year.

Net income for the nine months was a record $\$ 88,660,000$ up $20 \%$ from $\$ 74,007,000$ last year. E.P.S. for the nine months were $\$ 1.56$, up $21 \%$ from $\$ 1.29$ last year. Sales for the nine months were $\$ 1,898,460,000$, up $21 \%$ from $\$ 1,562,597,000$ last year.

RV sales in the quarter were a record $\$ 662,790,000$, up $12 \%$ from $\$ 594,157,000$ last year. Bus sales in the quarter were $\$ 65,903,000$, the highest in 3 years and up $28 \%$ from $\$ 51,533,000$ last year. RV sales in the 9 months were $\$ 1,724,113,000$, up $23 \%$ from $\$ 1,401,350,000$ last year. Bus sales in the 9 months were $\$ 174,347,000$ up $8 \%$ from $\$ 161,247,000$ last year. RV income before tax was $\$ 51,540,000$ in the quarter, down $7 \%$ from $\$ 55,440,000$ last year and $\$ 140,718,000$ in the 9 months, up $19 \%$ from $\$ 117,866,000$ last year. Bus income before tax in the quarter was the highest in nearly 2 years at $\$ 2,641,000$ up $90 \%$ from $\$ 1,389,000$ last year and $\$ 5,109,000$ in the 9 months, down from $\$ 7,540,000$ last year. Corporate costs in the quarter were $\$ 2,027,000$ versus $\$ 3,084,000$ last year and $\$ 4,749,000$ in the nine months versus $\$ 5,155,000$ last year. This year's results include CrossRoads since its acquisition on November 1, 2004. CrossRoads had sales of $\$ 29,721,000$ for the quarter and $\$ 44,156,000$ since acquisition. CrossRoads income before tax was $\$ 2,913,000$ for the quarter and $\$ 3,736,000$ since acquisition.

Thor's RV retail sales in the 5 months ended May 31, 2005 were up $8 \%$ over last year, to a record 36,038 units versus 33,507 last year. In May, Thor RV retail unit sales surged $18 \%$, to 11,171 easily the highest for any month in the company's history and up from 9,511 last year. CrossRoads retail sales are included in both years. In April and May our RV dealer inventories declined by over 6,000 units, from 51,000 units on March 31, 2005. U.S. industry retail RV registrations were up $7 \%$, a record, with travel trailers and fifth wheels, our largest segment up $9 \%$, and motor homes up 2\% for the 3 months ended March 31, 2005, according to Statistical Surveys. Industry shipments of mid-size buses are up $16 \%$ for the 3 months ended March 31, 2005.

Thor's quarterly dividend of $3 \notin$ per share will be paid on July 1, 2005 to stockholders of record on June 15, 2005.

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# THOR INDUSTRIES, INC. 

## STATEMENT OF INCOME FOR THE 3 AND 9 MONTHS ENDED APRIL 30, 2005 and 2004

$\$ 000$ except per share - unaudited
3 MONTHS ENDED APRIL 30
9 MONTHS ENDED APRIL 30
2005

|  | 2005 | \% |  | 2004 | \% |  | 2005 | \% |  | 2004 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 728,693 |  | \$ | 645,690 |  |  | ,898,460 |  | \$ 1,562,597 |  |  |
| \$ | 94,035 | 12.9\% | \$ | 90,121 | 14.0\% | \$ | 252,642 | 13.3\% | \$ | 209,665 | 13.4\% |
| \$ | 42,901 | 5.9\% | \$ | 37,210 | 5.8\% | \$ | 114,473 | 6.0\% | \$ | 93,751 | 6.0\% |
| \$ | 259 | - | \$ | 201 | - | \$ | 730 | - | \$ | 597 | - |
| \$ | - | - | \$ | (13) | - | \$ | - | - | \$ | 1,801 | .1\% |
| \$ | 536 | .1\% | \$ | 321 | - | \$ | 1,771 | .1\% | \$ | 1,129 | .1\% |
| \$ | 743 | .1\% | \$ | 727 | .1\% | \$ | 1,868 | .1\% | \$ | 2,004 | .1\% |
| \$ | 52,154 | 7.2\% | \$ | 53,745 | 8.3\% | \$ | 141,078 | 7.4\% | \$ | 120,251 | 7.7\% |
| \$ | 19,204 | 2.6\% | \$ | 20,961 | 3.2\% | \$ | 52,418 | 2.8\% | \$ | 46,244 | 3.0\% |
| \$ | 32,950 | 4.5\% | \$ | 32,784 | 5.1\% | \$ | 88,660 | 4.7\% | \$ | 74,007 | 4.7\% |
| \$ | 0.58 |  | \$ | 0.57 |  | \$ | 1.56 |  | \$ | 1.29 |  |
| \$ | 0.58 |  | \$ | 0.57 |  | \$ | 1.55 |  | \$ | 1.28 |  |
|  | $\begin{array}{r} 5,732,473 \\ 7,129,262 \end{array}$ |  |  | $\begin{aligned} & 7,245,068 \\ & 7,587,458 \end{aligned}$ |  |  | $\begin{array}{r} 5,801,528 \\ 7,195,012 \end{array}$ |  |  | $\begin{array}{r} 7,265,901 \\ 7,641,688 \end{array}$ |  |

Net sales
Gross profit
Selling, general and administrative
Amortization of intangibles
Gains (losses) on equity securities
Interest income (net)
Other income
Income before taxes
Taxes
Net income
E.P.S. - basic
E.P.S. - diluted

Avg. common shares outstanding-basic
57,129,262

SUMMARY BALANCE SHEETS - APRIL 30 ( $\mathbf{\$ 0 0 0 ) ~ ( u n a u d i t e d ) ~}$

|  | 2005 |  | 2004 |  | Current liabilities | 2005 |  | 2004 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and equivalents | \$ | 85,687 | \$ | 65,541 |  | \$ | 246,907 | \$ | 236,629 |
| Investments, short term |  | 41,840 |  | 43,949 | Other liabilities |  | 10,960 |  | 7,601 |
| Accounts receivable |  | 189,622 |  | 181,605 | Stockholders' equity |  | 581,172 |  | 479,610 |
| Inventories |  | 182,459 |  | 159,578 |  |  |  |  |  |
| Deferred income tax and other |  | 17,712 |  | 14,112 |  |  |  |  |  |
| Total current assets |  | 517,320 |  | 464,785 |  |  |  |  |  |
| Fixed assets |  | 133,814 |  | 93,191 |  |  |  |  |  |
| Investments - joint ventures |  | 2,482 |  | 2,492 |  |  |  |  |  |
| Goodwill |  | 161,437 |  | 140,857 |  |  |  |  |  |
| Other assets |  | 23,986 |  | 22,515 |  |  |  |  |  |
| Total | \$ | 839,039 | \$ | 723,840 |  | \$ | 839,039 | \$ | 723,840 |


[^0]:    This release includes "forward looking statements" that involve uncertainties and risks. There can be no assurance that actual results will not differ from the Company's expectations. Factors which could cause materially different results include, among others, the success of new product introductions, the pace of acquisitions and cost structure improvements, competitive and general economic conditions, and the other risks set forth in the Company's filings with the Securities and Exchange Commission.

